

Dear Sir or Madam:

As a Quixtar distributor since 1965, and an Emerald Direct Distributor since 1973, I am seriously opposed to the proposed changes which would severely affect my ability to build my business. Quixtar has made many changes over the years to make sure that our business is properly represented, and that people hearing about the opportunity understand that it is not a “get rich quick scheme”. Quixtar has always been the leader in policing their organizations to make sure that their image remains “squeaky clean” in the market place.

The seven-day waiting period that is being proposed can simply be handled by allowing a seven-day money-back guarantee to every new distributor. To limit a new distributor from being able to sponsor his own friends and relatives for seven days would destroy the incentive and enthusiasm that they have to get busy and start building their own businesses. And to refer a prospect to ten IBOs to contact would be a terrible inconvenience to, and violate the privacy of, those IBOs and only encourage the new prospect to sign up with someone else. This would lead to many problems between distributors. I prefer to have them meet IBOs in my group at the initial meeting so that they can ask questions at that time.

Quixtar has a publication, SA-4400, which gives average monthly gross income figures. This is an official document, and does a very good job of explaining the earnings potential of a Quixtar business. To require more information than this would be unnecessary.

In an effort to substantiate my Quixtar income, I feel that mention of lifestyle is sufficient. To tell any exact figures in detail would be inappropriate, and my privacy would be violated.

I sincerely hope that the FTC will reconsider what the effect of these changes will have on all direct sales organizations. There are some that may need to modify their marketing techniques, but Quixtar has done that, and the proposed changes do not address any of the issues that are a problem. There needs to be much more consideration given to the proposed changes, because as they are written at this time, they are not properly designed to do anything but limit free enterprise.